



Dell Active Infrastructure Solutions for SAP HANA®

Dell's Unique SAP HANA value proposition

Dell and SAP have teamed up to offer an optimal configured SAP HANA solution that includes a hardware appliance, pre-loaded software and a full range of services. This solution is reliable, scalable and offered in multiple configurations to address your specific business needs. Dell's end-to-end solutions give your organization full access to the power of SAP HANA.

<p>Scale-out configurations:</p> <ul style="list-style-type: none"> Multi-node Scalable and highly available SUSE or RedHat Linux for SAP support Easy, non-disruptive expandability Complentent fibre channel SAN for enterprise class features Built to be mission critical 	<p>Grow from 2TB to 24TB - without disruption - in 1 or 1.5TB increments</p> <p>Scalable Highly Available</p> <p>2TB HA → 24TB HA</p>										
<p>Single server configurations:</p> <ul style="list-style-type: none"> Self contained: pre-configured sizes SUSE or RedHat Linux for SAP support Optional VMware vSphere virtualization SGI Partnership for Scale-Up 	<p>Ready for SPS10 multi-tenancy and dynamic tiering</p> <table border="1"> <tr> <td>128GB/ 256GB / 512GB</td> <td>1 / 1.5TB</td> <td>2TB Business Suite</td> <td>3TB Business Suite</td> <td>6-15TB Business Suite</td> </tr> <tr> <td>2x Intel E7v3</td> <td>4x Intel E7v3</td> <td>4x Intel E7v3</td> <td>4x Intel E7v3</td> <td>8-32x Intel E7v3</td> </tr> </table>	128GB/ 256GB / 512GB	1 / 1.5TB	2TB Business Suite	3TB Business Suite	6-15TB Business Suite	2x Intel E7v3	4x Intel E7v3	4x Intel E7v3	4x Intel E7v3	8-32x Intel E7v3
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<p>TDI Intel 2S configurations:</p> <ul style="list-style-type: none"> 2S Tower / Rack / Blade options Ideal entry point for dev/test/PoC Certified for TDI deployment 	<table border="1"> <tr> <td>T630 Intel E5-v3 Tower design Drive density</td> <td>R630 / M630 Intel E5-v3 1U Rack or 1/2 slot blade</td> <td>R730 / R730xd Intel E5-v3 Rack mount 2U form factor</td> </tr> </table>	T630 Intel E5-v3 Tower design Drive density	R630 / M630 Intel E5-v3 1U Rack or 1/2 slot blade	R730 / R730xd Intel E5-v3 Rack mount 2U form factor							
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Support Services

Dell is an expert in SAP HANA system support. Dell has a strong systems management and support practice and an in depth understanding of SAP hardware and software solutions.

Dell's SAP HANA appliance comes with 3 years of Dell's award winning ProSupport Mission Critical services and a 3-year extended hardware warranty. Customers receive 24x7x365 phone support, escalation management and collaborative support leveraging Dell's global ProSupport infrastructure of about 30,000 technicians supports more than 100 countries in 55 languages.

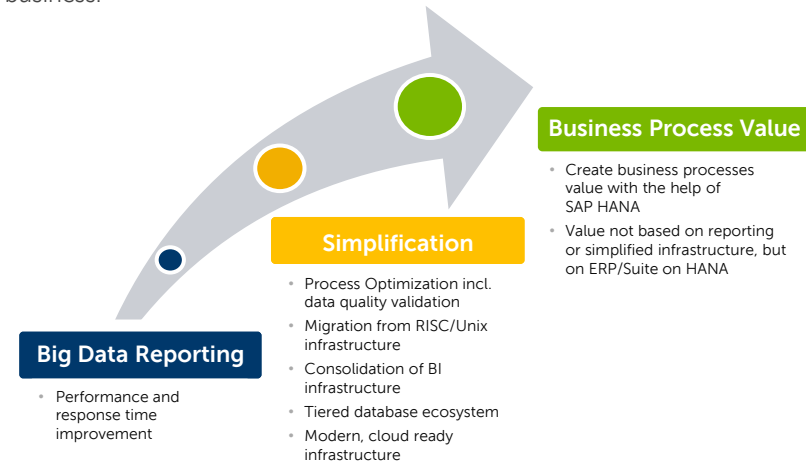
Dell provides the following HANA services

- HANA Quick-Start Service that enables installation, configuration and validation of the hardware, software and post-install documentation.
- HANA Managed Service providing ongoing management and support for SAP HANA landscape. This service includes 24x7 monitoring, ongoing remote health-checks, firmware and software upgrades, including application patching, as well as assistance with problem tracking and resolution.
- Migration of SAP landscapes: adopt new technologies such as SAP HANA and more efficient platforms like Linux near seamless with Dell ZeroIMPACT™

Unlock business value by deploying an SAP HANA platform

Dell value identification for SAP HANA

Do you understand the comprehensive value proposition that the SAP HANA® platform can provide — not only from an analytical perspective, but also to your operational business processes? With an SAP HANA value identification project from Dell, you can examine different, innovative use cases to see how SAP HANA can support — and even change — your business.

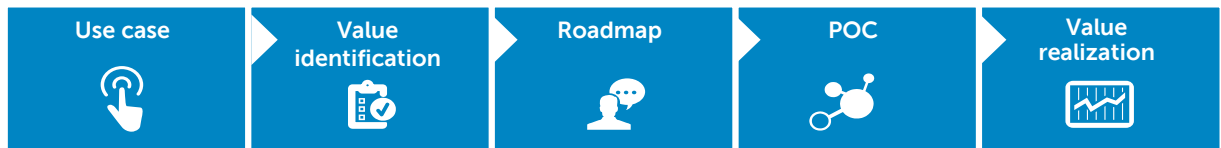


Key benefits:

- Utilize our SAP HANA use case library to accelerate the value identification process
- Combine management consulting with IT know-how to see how SAP HANA can be used for analytical purposes, as well as to increase efficiencies and lower business operations costs
- Understand how an SAP HANA deployment can aid your business to justify an investment
- Build a business case, ROI study and deployment roadmap
- Reduce risk by using our cloud-based proof of concept technology before you make a financial commitment

The road to SAP HANA value realization:

- **Business case development:** Generate a business case with the combination of the value identification and roadmap development outputs
- **Proof of concept (POC):** Build a POC, which can be enhanced with customer data, with Dell's SAP HANA Development Lab — without the need to purchase SAP HANA hardware or licenses



An SAP HANA value identification project includes:

- **Use cases:** Identify use cases that improve business processes, create efficiencies or reduce costs
- **Value identification:** Examine and quantify the use cases' value
- **Solution design:** Define the design at a high level, identifying what will have to change without going into detailed configuration steps
- **Infrastructure design:** Define the infrastructure, including the sizing of SAP HANA appliances
- **Migration requirements and plan:** Establish the approach, cost, duration and downtime of the migration
- **Upgrade requirements and plan:** Identify any necessary upgrades, including a high-level estimate of cost, duration and approach
- **Roadmap development:** Identify high-level deployment tasks and milestones, from hardware installation to execution of the changes, to the business processes and enhancements of the SAP system, including a rough order-of-magnitude (ROM) estimate
- **Support requirements and plan:** Determine technical support, such as for the SAP HANA appliance, as well as functional support that will be different from the current support framework

For more information about any of our offerings, please visit Dell.com/sap or contact a Dell representative via sapsales@dell.com.